

Starting a business?

Growing a business?

Learn what you need to know to start and run a successful small business at an intensive eight session training course offered by the **Community Loan Fund of the Capital Region** in partnership with the Huether School of Business of **The College of Saint Rose**.

Class Topics: Developing a business plan, strategic planning, marketing, sales forecasting, financial management and analysis, legal, insurance and tax issues. The course provides fundamental planning concepts and tools to help existing and potential business owners. The training prioritizes businesses owned by women, people of color and/or low income people.

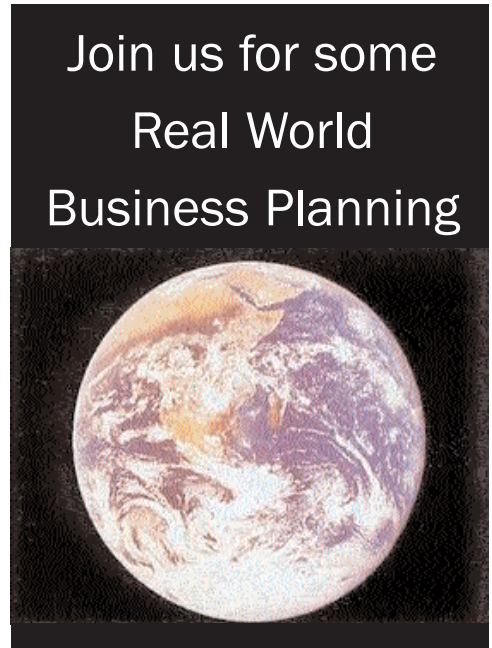
The sessions will be led by Mike Mathews, DBA, professor of Entrepreneurship & Strategic Planning, who also has created and managed a number of successful business ventures. Guest speakers will also participate.

Schedule & Location: Beginning on Saturday, January 23rd and running for eight sessions. All classes will be held on Saturday morning from 9 am to noon at 920 Albany Street in Schenectady. Free parking is available.

Cost: The tuition for the course is \$160 and includes class materials and light refreshments. Scholarships may be available for Community Loan Fund clients. Enrollment is limited.

The Community Loan Fund of the Capital Region is a non-profit financial institution with a community development mission. By providing technical assistance and access to affordable loan capital pooled from socially concerned individuals and organizations, we work to increase economic opportunities throughout the Capital Region.

Please fill out and mail in the coupon below and you will be contacted about course availability. CLFCR reserves the right to choose participants consistent with our goals.



Small Business Training Application -----

Name _____

Address _____

City/State/Zip _____

Phone/Fax/E-mail _____

Business name, description, location (if known) _____

What stage are you in? Thinking of starting a business In the process of starting a business
 Own a business (less than 1 year) Own a business (more than 1 year)

Do you have a useable business plan? _____ How did you hear about the program? _____

What would you like to get out of these classes? _____

Questions? Call Paul Stewart at 518/436-8586, ext. 805.

www.mycommunityloanfund.org

To register, detach and complete this form and return with tuition check to:*

Community Loan Fund of the Capital Region, 255 Orange St., Albany, NY 12210

*Your check will be returned if you're not accepted into class.